

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

EHMKE MANUFACTURING CO INC

Delaware Valley Industrial Resource Center

Lean Techniques Improve Productivity and Capacity for Ehmke Manufacturing

Client Profile:

Ehmke Manufacturing is a technical fabric manufacturer offering products ranging from military aircraft upholstery items to athletic products. For over 73 years, Ehmke has worked closely with the Department of Defense and other governmental agencies to meet design, production, quality, shipping and delivery requirements for their products. The company employs 65 people at its facility in Philadelphia, Pennsylvania.

Situation:

Ehmke CEO Bob Rosania recognized the need for increased productivity from his workforce. "Our products are labor intensive and have to meet rigorous standards for a discerning customer base," Rosania said. His goal was to achieve greater efficiency from his workforce, while continuing to provide the highest quality products and services to his customers. The company contacted the Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP network affiliate, for help.

Solution:

DVIRC led Ehmke employees through an 8-month intensive training course on the fundamentals of Lean methods. As a result of DVIRC's assistance, Ehmke executives learned how to produce more product and increased revenues without expanding labor overhead while freeing up space for more work. At the same time, collaboration surged, employees were empowered, their wages increased, and teamwork replaced work silos.

Results:

- * Increased sales by 42 percent.
- * Improved cash flow by 30 to 40 percent.
- * Reduced lead and shipping times.

Testimonial:

"Lean has provided employees peace of mind and fostered an ethic of continual improvement in the workplace."

Robert Rosania, President and CEO